



HRLX

**HAMILTON REGIONAL
LIVESTOCK EXCHANGE**

Advisory Committee Meeting 23 January 2023



AGENDA

Invitees: Councillor Mary-Ann Brown (Chair), Councillor Greg McAdam

Independent Members: John Wyld, David Byrd and John Hope

Council Officers: Brett Holmes, Vick Collins and Marg Scanlon

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- 1 Welcome and apologies
 - 2 Actions from December 2022 Meeting
 - Meeting notes
 - Draft Fees and charges for 2023/2024 Council Budget
 - Collated fee review
 - Stock Agent Association engagement (update)
 - Kelly's Stock Agent engagement (update)
 - 3 Business Plan – objectives, scope and process
 - 4 Marketing Plan - objectives, scope and process
 - 5 Wannon Water – land status update
 - 6 Capital Works Update
 - 2022/2023 Security Gates
 - Proposed 2023/2024 Outdoor unpaved cattle yards (renewal) to service cattle and sheep (business case development)
 - 7 2023 Meeting Schedule (for discussion)
 - Tuesday 14 March 3-5pm
 - Tuesday 16 May 3-5pm
 - Tuesday 25 July 3-5pm
 - Monday 25 September or Tuesday 26 September 3-5pm
 - Monday 13 November or Tuesday 14 November 3-5pm
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MEETING NOTES FROM 23 JANUARY 2023

The following meeting notes capture the discussion points from the HRLXAC Meeting held on 9 December 2022, references are made to agreed actions.

Apologies – Cr Greg McAdam and Brett Holmes

Stock Agent Association engagement

Marg Scanlon and Cr Brown will be coordinating a meeting with both JJ Kelly's and Bernie Grant President of Hamilton Livestock Agents Association. Purpose of which will be to gain further insight into the yards and bring them into the fold of the strategic vision, it will be very introductory.

The preliminary meeting with the Stock Agent Association was insightful, but there is further work to be completed in roles and responsibilities and what we could be doing to enhance the service.

Items to be included in the meeting as requested by independent Advisory members

- Loading bays and pens
- Roofing

Wannon Water – land status

CEO, Marg Scanlon and Bill Scott met with Wannon Water to discuss a range of topics. At the meeting the parcel of land that is leased to Wannon Water was discussed and Wannon Water want to extend their lease agreement. SGSC were supportive of this, and we were granted verbal extension of extension of lease for agistment, this is yet to be contractually completed but we gained a positive mutual outcome between agencies.

Bio Security

Marg Scanlon has obtained the ear tagging requirements and will be send to all members.

Data and Financial Reporting

HRLXAC would like to see SGSC make be usage of Outcross data.

HRLXAC would like to see 6 month financial results and head count – volumes broken down to a couple of categories and perhaps by agent. Essentially, they would like to know what did happen, what has happened and what we can expect to happen. Monthly financial.

John Hope would like further head sold x head count through the yard

ACTION: Identify why is there a discrepancy in financial return? Marg Scanlon to work with Finance to identify this.

Data and Financial Reporting

Bulk purchase arrangements for hay – do we have one and is it required based on the previous years data?

Data and Financial Reporting

ACTION: SGSC is to ask Agents why scanning/data fee only applies to stores?

Café'

ACTION: Current lease is in over- hold. New lease to be established.

Business plan

This was agreed to be a 5 year plan with the intent to further development and improve the business by growing volume.

Are there are additional income revenue streams we can consider?

- prestige cows
- value out of the effluent
- incentivization

Include Agents in the business development – run workshops with the agents etc

To be included in this plan is the consideration of key risks and what are our strategies to address these issues, identification of these issues are in the SWOT

HRLXAC would like to see an industry expert write this plan and then be facilitator to present this plan in a workshop to all stakeholder

Organizational management role remains an important topic that they would like SGSC to continue to consider.

Marketing Plan

This plan should be completed in conjunction with the Business Plan and by the same consultant.

In this plan we need to be clear who our customer is – the farmer

Capital update

Quotes for security dates – working through operational components currently

Cattle yard transfer renewal – business case for the budget – operational plans close Friday and that includes capital works program

Proposed dates for meetings agreed to by Advisory Committee.

Thank you to John Hope for preparation of a monthly report template for future monthly reports to HRLXAC.